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Message Text

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PAGE 01 DHAHRA 00231 211159Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 OPIC-06 CIAE-00 INR-10
NSAE-00 TRSE-00 /047 W
----------105871 211218Z /13
R 211020Z FEB 78VV
FM AMCONSUL DHAHRAN
TO USDOC WASHDC
INFO SECSTATE WASHDC 6033
AMEMBASSY ATHENS
AMEMBASSY JIDDA
USLO RIYADH

UNCLAS DHAHRAN 0231

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BTION, BEXP, BENC, ECRE, ENRG, SA
SUBJECT: INVESTMENT OPPORTUNITY - PREFAB/BUILDINGS SUPPLY AND CONSTRUCTION JOINT-VENTURE PARTNER

1. VERY LARGE LOCAL SAUDI BUSINESS CONCER, CHBIB TRADING ESTABLISHMENT, ALKHOBAR (REFER WTDR SENT AS 77 DHAHGN 0365) APPROACHED THIS POST TO HELP THEM IN LOCATING U.S. MANUFACTURER OF PREFABRICATED MODULAR HOUSING UNITS WHO WOULD BE WILLING TO BID JOINTLY ON MAJOR PROJECTS OF SAUDI GOVERNMENT'S AGENCIES CALLING FOR THE SUPPLY AND CONSTRUCTION OF MODULAR HOUSING UNITS ON VERY LARGE SCALE.

2. LOCAL FIRM HAS BEENINVITED RECENTLY BY THE SAUDI GOVERNMENT ROYAL COMMISSION FOR JUBAIL AND YANBU TO BID ON SUPPLY AND CONSTRUCTION OF A MAJOR MODULAR HOUSING PROJECT AT YANBU ON THE RED SEA COAST. TXHIS BID DEADLINE IS MARCH 13, 1978 AND INVOVVES ABOUT 200 PREFABRICATED FAMILY HOUSES AND COMMUNITY SERVICE PREMISES TOTALIN GALL TOGETHER OVER TWO (2) MILLION SQUARE FEET OF BUILT-UP SPACE. LOCAL FIRM HAS BEEN
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ACTIVE, AMONG OTHER BUSINESS ACTIVITIES, AS MANURACTURER, IMPORTER AND CONSTRUCTION CONTRACTOR OF MODULAR STRUCTURES BUT ON MODERATE SCALE. FIRM IS THERFORE VERY ANXIOUS IN URGENTLY LOCATING LARGE U.S. SUPPLIER TO PARTICIPATE WITH THEM ON JOINT-VENTURE BASIS ON THIS PROJECT AND SIMILAR PROJECTS IN THE FUTURE. FIRM'S DIRECTOR-PARTNER, MARWAN CHBIB, IS PREPARED TRAVEL TO U.S. TO NEGOTIATE TERMS OF AGREEMENT WITH

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INTERESTED U.S. CONCERN. LATTER, ACCORDING TO CHBIB, HXAS TO
BE MAJOR U.S. PREFAB OR MODULAR HOUSING UNITS MANUFACTURER
CAPABLE OF PRODUCING AND SUPPLYING ON TIME SUCH LARGE NUMBEROF
HOUSING UNITS, IN ADDITION TO BEING WILLING TO PROVIDE PROJECT
CONSTRUCTION MARGEMENT AND TO ADEQUATELY PARTICIPATE
IN FINANCING OF PROJECT. LOCAL FIRM WOULD PROVIDE LOCAL
MANPOWER, VISAS, WORK PERMITS AND SUPPORT FACILTIEIS IN ADDITION
TO ITS SHARE OF CAPITAL FINANCINGM

3. INTERESTED U.S. CONCERNS COULD CALL, TELEX OR CABLE:
MARWAN CHBIB, PHONE 21142, ALKHOBAR, TELEX 60029 NASKAR SJ.
ACTION REQUESTED: THIS POST WOULD APPRECIATE SPECIAL HANDLING
OF THIS REQUEST.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, INVESTMENT OPPORTUNITIES, BUILDINGS, JOINT VENTURES
Control Number: n/a
Copy: SINGLE
Draft Date: 21 feb 1978
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t19780234/aaaabcjq.tel
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Litigation History:
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Message ID: ae0861d3-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Reference: n/a
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Review Content Flags:
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